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## Statement of Qualifications

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### Executive Summary

DataFlow/Alaska, Inc. (DataFlow) is a full service Information Technology (IT) management corporation recognized by the U.S. Small Business Administration in Anchorage, Alaska as an 8(a) and SDB-certified small business.

Incorporated in 1994 by former employees of Computer Sciences Corporation, DataFlow owns and operates the largest and fastest-growing Alaskan-owned information technology services organization. DataFlow consistently has received perfect or near-perfect scores on all of its task orders since its inception. DataFlow is also well recognized for being a top performer among its peers.

The company has excelled by developing innovative, complex information systems and implementing information solutions that optimize mission effectiveness for its clients. Today, DataFlow has a workforce of 100+ technical professionals – scientists, engineers, technicians and IT professionals.

DataFlow is made up of three divisions:

Government Services – Supports the missions of various military and civilian government entities in Alaska, providing long-term broad-based information technology support, systems development and integration and services integration.

Private Enterprise – Supports the efficient management and cost-effective utilization of information technology to private enterprises through project & operations services, and long-term information technology management to private business, concentrating in the medical and utility industries.

Research and Development – Researching human development, organizational development, with applications in recruiting, retention, management effectiveness, training and succession planning. Undertaking research and scientific investigation in the areas of imaging, interpretation and measurement of non-geometric objects with applications found in biology, ecology, geology, intelligence, aerospace and advanced process control. Funded in part through grants from the National Science Foundation.

DataFlow has presence in Anchorage, Fairbanks, and Juneau, Alaska.

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## Introduction & History

With one exception, DataFlow's owners came from Computer Sciences Corporation as analysts or managers. They joined in 1994 to form DataFlow/Alaska, Inc. and to initiate a different approach to IT management based on integrity, local authority and value creation.

- From March 1, 1996 through February 28, 2001 DataFlow operated U.S. General Services Administration (GSA) contract #GS10K96ECD0001 under its 8(a) joint venture, TAG-DataFlow, with annual billings averaging \$4 million.
- In 1997, DataFlow started its Private Enterprise group, initiating its first private sector revenue from a local medical group (Rehabilitation Medicine Associates, Inc.), the local electric and telephone utilities (Chugach Electric and the Anchorage Telephone Utility – now Alaska Communications Systems) engineering solutions, managing and completing IT projects, and supplying technical labor. DataFlow also performed a subcontract from Raytheon Service Company to perform embedded systems development & testing for the FAA Remote Maintenance Monitoring Subsystem. The Private Enterprise group has generated \$1+ million in private sector revenues for the company.
- Also In 1997 DataFlow started its R&D Group based on some process-automation ideas generated from DataFlow's support of biology research at the National Oceanic and Atmospheric Administration's Auke Bay Laboratory, in Juneau, Alaska. In 2001, DataFlow celebrated its first research and development grant from the National Science Foundation. Currently the company has more R&D projects underway, and expects these activities to grow significantly during the next several years, funded by federal and state science and technology research grants and private investment.
- In April 1999 the company was certified by the U.S. Small Business Administration for participation in its Sec. 8(a) program. The company's term expires on April 12, 2008. DataFlow values this certification highly. It affords certain preferential treatment as the company pursues new business opportunities in the federal arena. Also, that certification can provide significant value to major contractors doing business with U.S. Government entities as they consider teaming, subcontracting or entering into other business relationships with DataFlow.
- During 2000 GSA released a nationally competed solicitation for I.T. services in Alaska, and early in 2001 awarded the resultant contract to DataFlow. Performance of the anticipated five-year contract term started on March 1, 2001. Contract performance is expected through 2006.
- In May 2003 DataFlow, in partnership with Unisys Corporation, received a contract from the State of Alaska for a range of I.T. support services in numerous technology categories. This was a competed multiple-award, and its term expires in 2008. No other team received more awards than the Unisys team.
- In September 2003 DataFlow was awarded a worldwide I.T. services contract through GovWorks, a U.S. Government Franchise Funds contracting agency, for a five-year term to begin immediately. In December 2003 DataFlow received an additional five-year GovWorks contract to provide administrative support services to Federal clients worldwide.

From inception, DataFlow has excelled by developing innovative, complex information systems and implementing information solutions that optimize mission effectiveness for its clients. The company

consistently receives perfect or near-perfect scores on all of its task orders. DataFlow is also well recognized for being a top performer among its peers.

Currently, a professional and technical staff of 79 on the company's direct payroll serves DataFlow's client needs. The IT services staff managed and supported by DataFlow has doubled in the past five years, and continued growth is predicted. The company's calendar 2001 revenues were \$4.5 million; 2002 revenues were \$6.7 million.

DataFlow foresees future projects that will require the help of other business partners and specialty technologies. DataFlow firmly believes in teaming and mentoring to efficiently accomplish the seemingly impossible.

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### Scope of Professional Services

Currently DataFlow provides these information technology support services to its client base:

- Program management
- Facilities management
- Database design and development
- Website design and development
- Security and infrastructure services
- Systems analysis
- Biometric analysis
- Application development, programming
- Training/instruction
- Technical writing
- LAN/WAN engineering support
- Help desk
- PC repair technician support
- Data center support
- Data entry and conversion services
- Structure cabling

## Partial List of Clients

In the Spring of 2004 DataFlow, through its professional and technical staff, has provided information technology services to the following Government and private sector clients:

— in Anchorage

- DoD TRICARE Alaska
- Federal Aviation Administration
- General Services Administration
- USDA, U.S. Forest Service
- U. S. Geological Survey
- National Oceanic and Atmospheric Administration
- Rehabilitation Medicine Associates
- Chugach Electric
- Alaska Communications Systems

— on Elmendorf and Eielson AFBs

- U. S. Army Corps of Engineers
- USAF, 3rd Communications Squadron
- USAF, 354 MDSS/SGSB

— at Ft. Richardson and Ft. Wainwright

- U. S. Army 59<sup>th</sup> Signal Battalion
- U.S. Army Corps of Engineers
- U. S. Army Pacific Region Civilian Personnel Operation Center
- U.S. Army Civilian Advisory Center
- U.S. Army MEDDAC-AK

— in Juneau

- National Oceanic and Atmospheric Administration
- Pacific States Marine Fisheries Commission

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## DataFlow's Principals

Unlike any other 8(a) IT support services organization, DataFlow's owners have strong relationships with the IT community throughout the State of Alaska.

Specifically, John Rathjen, President, serves on the Board of Directors of the Alaska 8(a) Association, is a member of Anchorage Chapter 150, Association of Information Technology Professionals (AITP), and is the principal sponsor of Boy Scouts of America, Computer Explorer Post 2014, Anchorage. Mr. Rathjen also has lectured at the University of Alaska Anchorage, on the topic of the labor economics of IT support services.

Eric Hutchins, Chief Information Officer, is among the best-known IT professionals in the state; a notable recognition was his nomination in 1999 by the Federal Aviation Administration Alaskan Region for then-Vice President Gore's Hammer Award. Mr. Hutchins was the only IT contractor in Alaska to be so nominated.

Rob Lapham, Secretary, is a member of the Association of Information Technology Professionals, AITP Chapter 150, and has served on the chapter AITP Board of Directors. As well, he is a member and currently serves on the Board of HiTechAlaska, and is a member and former Board member of the Alaska Chapter of the Armed Forces Communications and Electronics Association (AFCEA).

John Osgood, Treasurer, is a member of Anchorage Chapter 200 of the Society for Human Resource Management.

Ted Volin, Vice President, has formerly taught at, and has strong ties to, the University of Alaska. (As well, Alaska Pacific University is among DataFlow's private sector clients.)

Although not an owner, DataFlow's Chief Financial Officer, Barbara Bach, CPA, CMA, also is active in the community and nationally. She is a member of the American Institute of Certified Public Accountants, the Alaska Society of CPAs, a member (and past president of the Alaska Chapter) of the Institute of Management Accountants, and a member (and past president of the Alaska Chapter) of Financial Executives International.

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